

Message Text

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20

ACTION SS-15

INFO OCT-01 EUR-12 ISO-00 MC-02 AID-05 ACDA-05 DODE-00

EB-07 NRC-05 NSAE-00 TRSE-00 ERDA-05 CIAE-00 COME-00

PM-04 H-02 INR-07 L-03 NSC-05 PA-01 PRS-01 SP-02

USIA-06 /088 W

----- 120591

R 040830Z NOV 75

FM AMEMBASSY STOCKHOLM

TO SECSTATE WASHDC 6067

INFO AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

C O N F I D E N T I A L STOCKHOLM 5547

E.O. 11652:GDS

TAGS: MASS, SW

SUBJECT: MUNITIONS CONTROL AND AGENTS FEES

REF: STATE 255260

1. WE HAVE NO EVIDENCE AGENTS FEES OR OTHER TYPES OF FINANCIAL INDUCEMENTS HAVE BEEN PAID BY THE SWEDISH DEFENSE MATERIEL ADMINISTRATION (SDMA), THE ORGANIZATION HAVING SOLE RESPONSIBILITY FOR PROCUREMENT OF ALL GOODS AND SERVICES FOR THE SWEDISH ARMED FORCES. ONE SOURCE STATED AGENTS ARE NOT USED, IF AT ALL POSSIBLE.

2. PROCEDURES FOR PROCUREMENT BY DEFENSE MATERIEL ADMINISTRATION ADHERE RIGIDLY TO PRINCIPLE OF FREE COMPETITION. BEFORE A SYSTEM, SUBSYSTEM, OR GOODS ARE PROCURED, SDMA PUBLISHES A "REQUEST FOR PROPOSAL" WHICH IS SENT TO FIRMS WITHIN SWEDEN AND ABROAD CONSIDERED CAPABLE OF MEETING PERFORMANCE REQUIREMENT. SEALED BIDS ARE RECEIVED AND REVIEWED BY A SOURCE SELECTION COMMITTEE IN SDMA, A PROCEDURE SIMILAR TO THAT EMPLOYED BY U.S. DEPARTMENT OF DEFENSE. ONCE SELECTION HAS

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BEEN MADE, LOSING COMPETITORS ARE ADVISED OF THEIR NON-

SELECTION AND REASONS FOR DECISION.

3. AN EXAMPLE MIGHT BE CITED OF A RECENT SWEDISH PURCHASE OF NEW 3-D RADAR TO BE INCORPORATED IN THE STRIL 60 SYSTEM, WHICH WAS WON BY GILFILLAN (A DIVISION OF ITT). SEVEN CONTRACTORS IN THE U.S., UK AND ITALY SUBMITTED BIDS; THIS WAS NARROWED DOWN TO THREE COMPETITORS DURING A PERIOD OF SEVERAL MONTHS; AND GILFILLAN FINALLY WAS GIVEN THE CONTRACT. COMPETITION PERIOD WAS IN EXCESS OF ONE YEAR. TO THE BEST OF OUR INFORMATION AND JUDGMENT, THERE WAS NO "AGENTS FEES" INVOLVED.

4. COMMENT. WE HAVE THE IMPRESSION THAT SDMA PROCEDURES ARE ADEQUATE TO AVOID PROBLEM OF IMPROPER AGENTS FEES. STRAUZ-HUPE'

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Message Attributes

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Disposition Authority: CunninFX
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